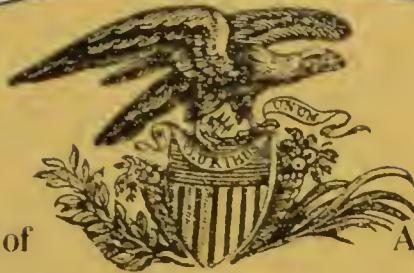


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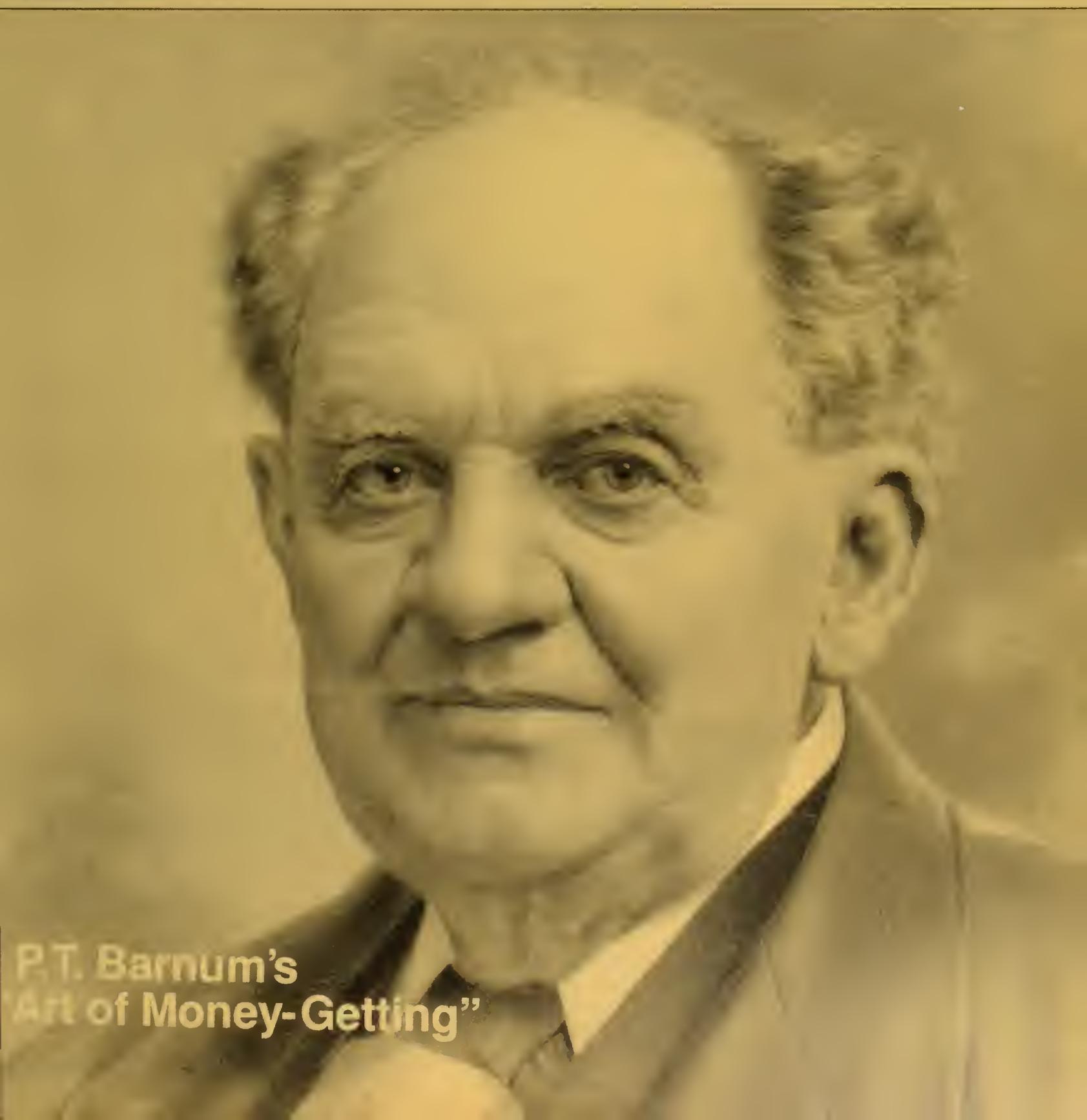


Chronicling the History of

America's Capital Markets

Number 50

Winter 1993/1994



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On the Cover: Phineas Taylor Barnum, in a pencil and charcoal portrait circa 1885. From the collection of N. McCabe. Poster provided courtesy of Phillip Williams Posters, Grand Street, New York, New York.

FRIENDS OF FINANCIAL HISTORY

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The Fifth Autumnal Equinox

The Museum marks its fifth anniversary with continued industry support, expansion of exhibits off-site, and important new acquisitions.

By John E. Herzog

The fall season brought good news to the museum, quite happily. *Friends* issue number 49, with a colorful Jay Gould lampoon on the front cover and an elegant Brooks Brothers anniversary advertisement on the back brought many kind words of praise for us. We trust you will find this Winter issue a treat as well.

One special feature came from our attendance at the Security Traders Association 60th annual convention. Editor Patrick Harris attended the meeting, in Boca Raton, Florida. This is the first big event we've covered and Pat's roundtable discussion with seven past presidents of STA reveals some insightful "oral history" of the last half-century of trading over the counter stocks. In museum circles, the personal recollection of events — "oral histories" — is considered a highly credible and accurate technique for recording the past.

There were other accomplishments over these past few months for the Museum. Members will be proud to know that nationally-known artist Kamil Kubik, who designed the last two White House Christmas cards, has finished his beautiful painting of "Broadway at Bowling Green," and the museum is featured prominently. It is a wonderful addition to our collection. A copy of the painting is reproduced on the inside cover of this issue of *Friends*, and the painting in full-color was used for our Annual Benefit invitations.

In the museum news section, you will see The Bulls and Bears posters have sold with great success. We have received a stock ticker, too, the very generous gift of John J. Hack. It's a Universal, Model 3A, in beautiful condition and the first in our collection. It will be displayed in our gallery at 24 Broadway on a ticker stand received as a gift last year. Over the summer, parts of our permanent collection were being



The Museum's gallery at 24 Broadway in New York City.

entered into a database program assuring that gifts we receive are immediately accessible, not forgotten. In other news, tax law changes have made it more advantageous to make gifts of objects to the Museum, and R.M. Smythe & Co., will give a pro bono valuation for objects we receive, so that you will receive the Museum's acknowledgement and the valuation together. Please don't discard anything without letting us know.

On November 2, the Museum was the high bidder for and won a superb and important property offered at Sotheby's. It is a letter written by Alexander Hamilton instructing the Bank of New York to purchase U.S. government bonds in the New York market. "...I request you to furnish the Cashier of your Bank with the further sum of Fifty Thousand Dollars to be by him applied towards purchases of the public Debt on account of the United States..." This manuscript was unknown to the editors of *The Papers of Alexander Hamilton*, who printed the text from a transcript. The letter will be added to the Museum's collection of

American Revolutionary period financial documents, one of the finest in the country. The hammer price was \$18,000, and this purchase has been funded by a gift to celebrate the fifth birthday of the Museum!

We also have extended our reach by exhibiting objects from the permanent collection at India House, on Hanover Square, NYC, and at the Historic Strasburg Inn in Pennsylvania. We would be happy to find additional locations as we have more display cases!

To commemorate the 60th anniversary of the American mutual fund industry, we'll open a special exhibit planned for late winter/early spring. In the meantime, our acclaimed Civil War exhibit has been held over.

As I write, we complete five years since our founding. We have accomplished a lot, and there are wonderful and challenging opportunities ahead. Together, we shall go forward to achieve our mission. On behalf of the Trustees, the Editorial Board, and all of us at headquarters, may I say thanks for your support and our warmest wishes for a prosperous 1994. **FFH**



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Museum Honors Macklin With Outstanding Service Award

The Museum of American Financial History singles out Gordon L. Macklin as the winner of the museum's annual award for outstanding service to American capital markets.

By T. Patrick Harris

Gordon L. Macklin, widely-credited as the father of electronic stock trading, has received the 1993 "outstanding service to American capital markets" award from the Museum of American Financial History.

Mr. Macklin was given the award for his leadership role in shaping the over-the-counter stock market, and bringing the Nasdaq electronic trading system "on-line" while serving as president of the National Association of Securities Dealers.

During his presidency, from 1970 to 1987, Mr. Macklin championed electronic trading as a solution to many problems plaguing the trading of unlisted securities. He believed a screen-based system for displaying quotes, the original mission of the Nasdaq system, would eliminate the paperwork backlog that, in turn, created an environment for abuse and missed investor and issuer opportunity. When the chairman of the Securities and Exchange Commission, William J. Casey, attacked abuses of Nasdaq in 1972, in use then for only one year, Mr. Macklin responded strongly. He pinpointed a trading maneuver called power conversion and, within one year, eliminated the practice. During his tenure, he worked with the trading community to modify the original mission of Nasdaq from quote displays to the vast, diversified trading and reporting system it is today.

Mr. Macklin's foresight was apparent when, within three years of Nasdaq's first day of operation (February 5, 1971) he addressed the National Security Traders Association annual meeting and told them "Nasdaq has virtually unlimited potential."

Among the many changes in unlisted trading during his tenure, Mr.



Macklin presenting his case for "black box trading" before the U.S. Senate in the 1970s.

Macklin recalls his greatest satisfaction coming from "the achievement of parity with the listed exchanges." Through the self-regulatory process and electronic systems, he says there were vast, across-the-board improvements in market surveillance, regulation, liquidity, volume, media recognition, and competition. This led to parity with the New York and American Stock Exchanges and created "much more competitive markets, which is to the benefit of the investor, and that's the way it should be" he says.

Mr. Macklin's industry experience began shortly after graduation from Brown University in 1950 when he went to work for investment bankers McDonald & Company in Cleveland, Ohio. There he became a partner and member of the executive committee, leaving after twenty years to become

chairman of the National Clearing Corporation. He held that post until 1976, concurrent with part of his term as NASD president. After leaving the NASD in 1987, he served until 1993 as chairman of Hambrecht & Quist, in San Francisco. He is currently chairman of the White River Corporation, a financial services company based in White Plains, New York.

Mr. Macklin is currently active in assisting other countries in the formation or development of their capital markets. Working through the Emerging Markets Assistance Committee of the Securities and Exchange Commission and the International Markets Advisory Board of the National Association of Securities Dealers, he has traveled to Poland, Mexico and Luxembourg and will soon be visiting mainland China. **FFH**

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trading stock

in more companies than any other market on earth.



In that

time we've
watched many
little start-up

companies like Intel, Microsoft and MCI grow into major corporations.

And although Nasdaq lists companies with market values larger than \$20 billion and as

small as \$10 million,
they all share one
thing in common.

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to doing business. And a willingness to
challenge the status quo.



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TOMKINS

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If There Was A Mutual Funds Hall of Fame...

Now 94 years old, Paul C. Cabot, one of three money managers who founded State Street Investment Trust in 1924, will be profiled in the Museum's upcoming exhibit on the mutual funds industry.

In his tenure with the industry, Mr. Cabot experienced the great market place highs of the Roaring 20s as well as the great Crash of '29. In his profile, Mr. Cabot recalls his observations of the time and of today's market.

The exhibit will be opened in late winter/early spring and an article on the mutual funds industry will also be published in the Spring edition of *Friends of Financial History*.

Speaking of Mutual Funds...

As the mutual fund exhibit takes shape, Simon Davy, an intern for the Museum, deserves kudos for his important research role.

A recent graduate of Oxford College, in England, Mr. Davy's work here focused on the first British mutual funds. According to his findings, these funds became popular in the United Kingdom as a means to invest the large amounts of capital accumulated by British merchants in the mid-nineteenth century. "The growing American economy one hundred and twenty years ago," he states, produced a return on capital that "regularly reached as high as 12 percent or more." At the time, he notes, money could be borrowed in the U.K. for rates as low as three to four percent. Coupled with large amounts of surplus capital, Britain became the



Cabot

leading creditor nation. Mr. Davy observes the original investment trusts, as they were first called, have evolved and adapted to today's market demands, but "still retain some of the founding principals which first encouraged individuals to invest."

Mr. Davy's research also sheds some light on a popular misconception. Investment trusts were not originally a British investment concept.

"The original idea of pooling investors' money under one management is credited to King William of Netherlands in 1822... However, the idea did not flourish on the European continent," he writes.

Some mutual funds trivia, unearthed by Mr. Davy's research and from the article (to appear in *Friends*; Spring 1994) by Max Rottersman. In 1920, there were less than 6 mutual funds; by 1929 there were 19 open-end funds and 675 closed-end trusts.

Can I Take That Back...?

File this with the stupid things to say department.

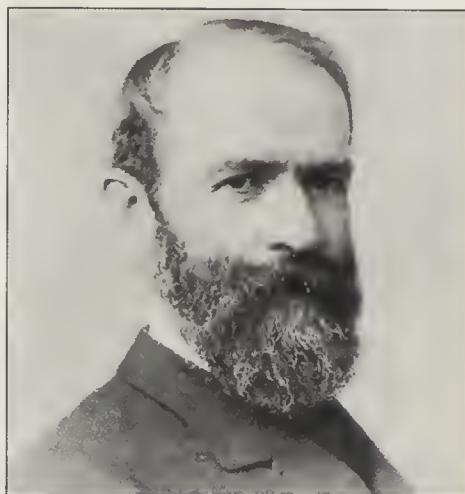
On Friday, October 25, 1929, Charles E. Mitchell, the chairman of the National City Bank (now Citibank) was asked about the stock market panic that had overwhelmed Wall Street the previous day. "I still see nothing to worry about," declared Mitchell, reiterating a position he took earlier that week. The next business day, Monday, October 28, would go down in history as "Black Monday."

Not that the press was any better in their assessment. On the day that Mitchell's quote would appear, the front page of the New York Daily Investment News screamed in oversized, block headlines: "Stock Market Crisis Over."

Jay Gould - Forever Secretive

In a letter to *Friends*, Sanford (Sandy) Mock, a collector of financial memorabilia and a senior vice president - investments for PaineWebber, has written in a follow-up to the last issue's cover story on Jay Gould.

Mr. Mock writes that a piece from his collection, a message from Gould to his broker, reveals an even more secretive plotter than revealed in the notes featured in the last issue. The instructions, written on Gould's presidential stationery of the Erie Railway, open with the mandate: "Write me a letter

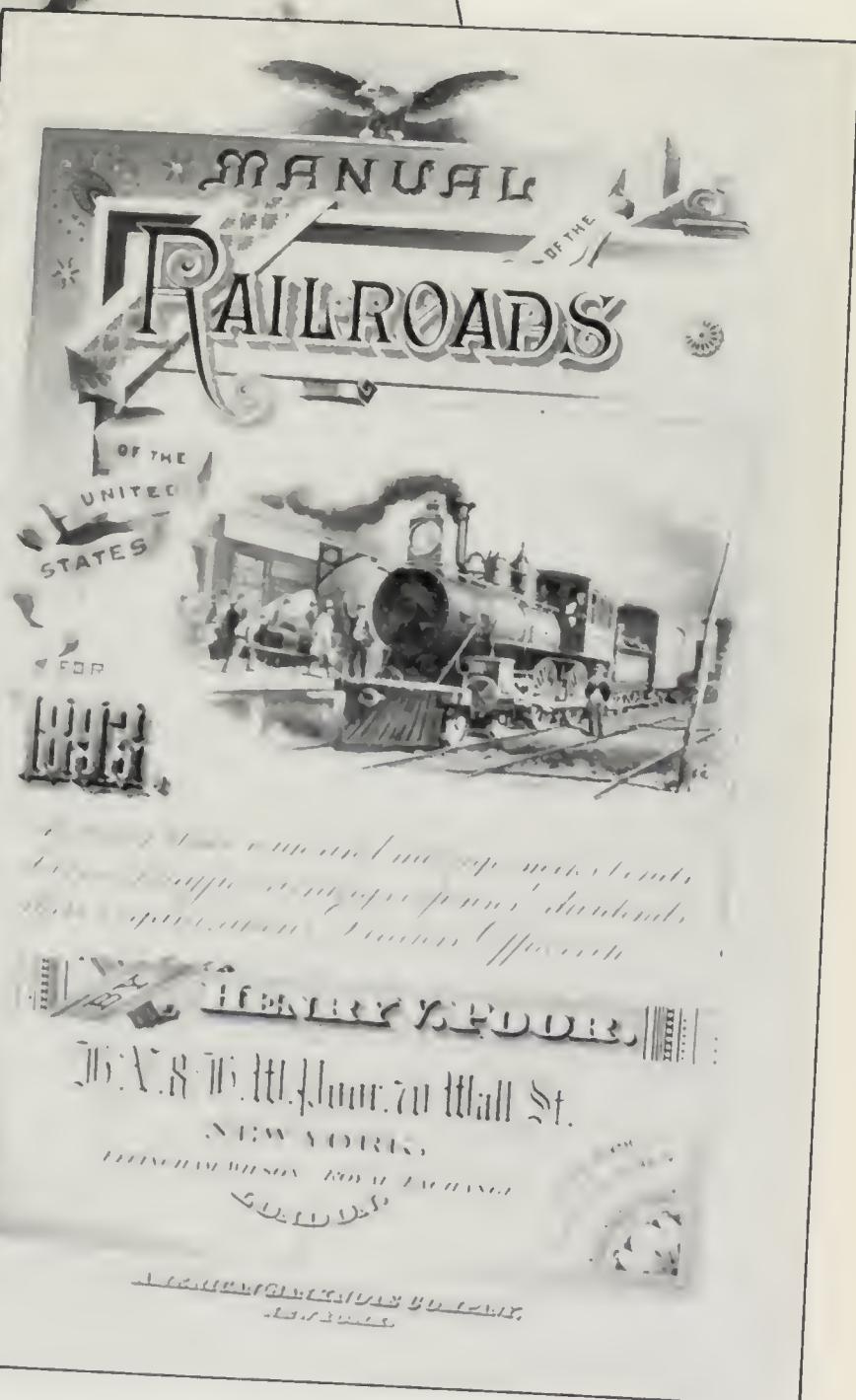
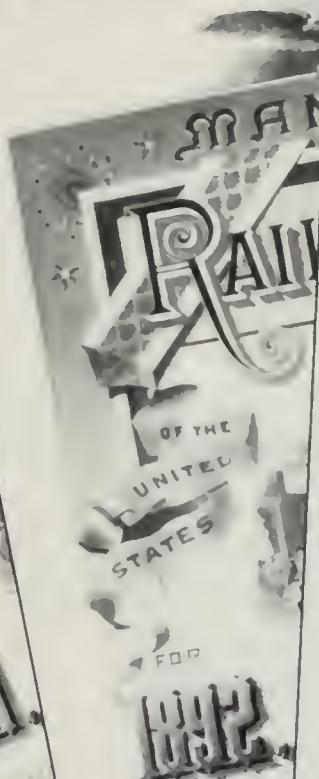


Gould

marked private saying what you have done."

After a brief, one-sentence directive, the note closes again with the secretive message: "Don't forget to mark the letter private." Two mysteries are contained within the undated artifact. In a seeming contradiction of the need for privacy, or perhaps revealing more players in the conspiracy, it appears that a copy was sent, by Gould, to two people as well as broker Henry N. Smith. Below Gould's initials is the letter "c" followed by a capital "S" and the capitals "SS."

Could these be accountants, bookkeepers, or attorneys, writes Mr. Mock? The other mystery is in the text, but the tone remains clear: "If you can sell out the ??? at 30 and keep the cash stock do so." The word appears to be "prudent," which Mr. Mock notes is meaningless.



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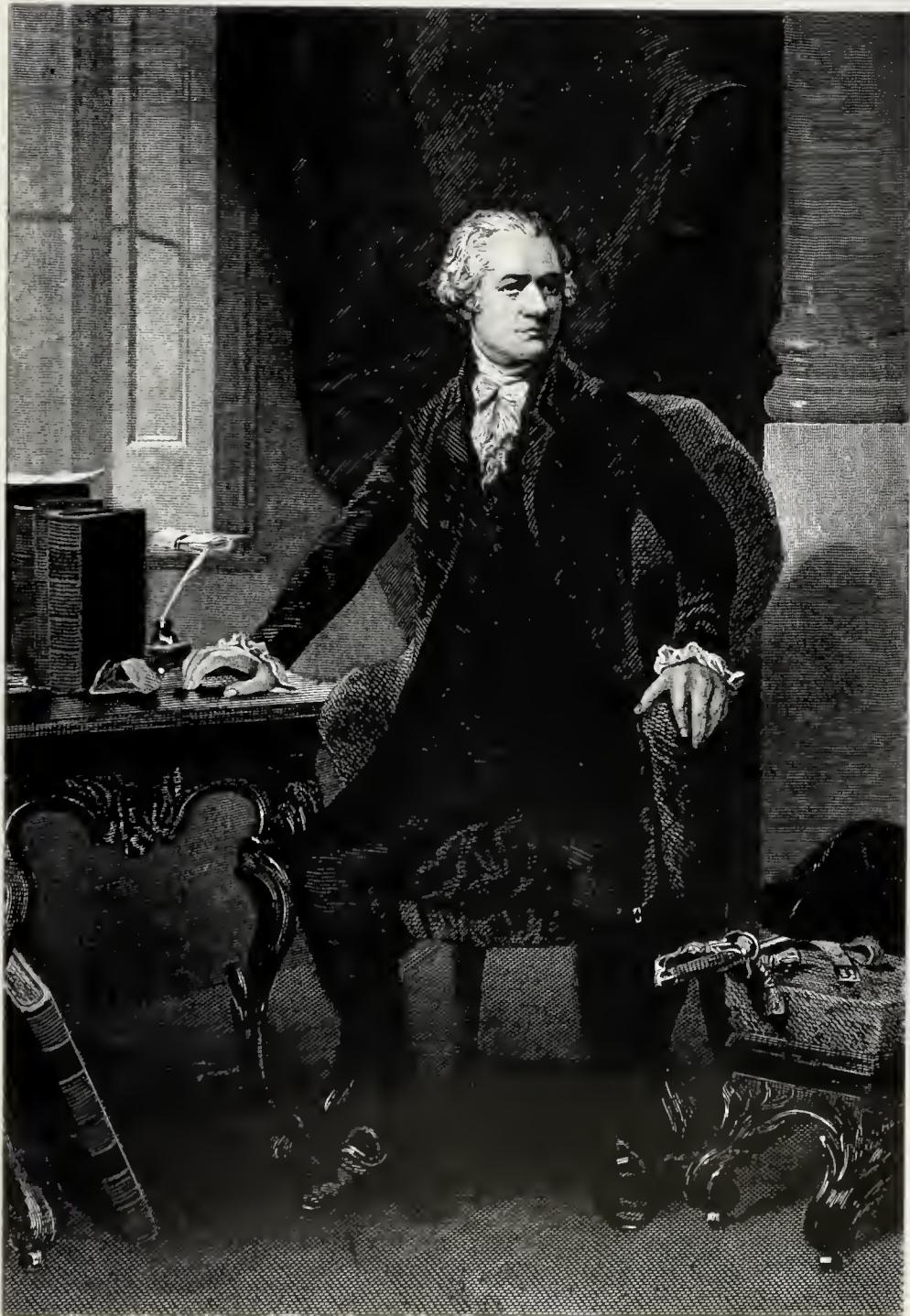
Standard & Poor's Corporation
25 Broadway
New York, NY 10004-0419



Museum Acquires Important Hamilton Document

A significant document on protecting the “full faith and credit” of the United States government has been purchased by the Museum of American Financial History.

A staff report



Hamilton

The document pictured on the right, purchased by the Museum, at Sotheby's in November 1993, was penned by Alexander Hamilton at a time when public confidence in the solvency of the United States was very much in doubt. So strong was sentiment against the fiscal health of the young nation — the American Revolution had ended only a few years earlier — that Secretary of the Treasury Hamilton was purchasing Federal debt securities on the open market.

According to “Hamilton and the Bank of New York: Protecting The Full Faith And Credit Of The United States” under a new statute, the *Act Making Provision for the Reduction of the Public Debt*, Hamilton had written to the Bank of New York and its cashier, William Seton, on August 15 and 16, 1791, asking them to spend as much as \$150,000 on the open market to buy outstanding securities of the federal government. It was hoped the purchase would shore up the eroding confidence in the government’s credit. The effort was modestly successful, but did not stem the tide entirely, for Seton had quickly spent the entire amount. He wrote back to Hamilton on September 5 and, in reference to the \$150,000, said “great as this relief has been to the holders, it is far short of preventing that universal panic & want of money which now prevails...Was it possible to extend your purchase here to 150M Dollars more... it would be of immense consequence to the Community.”

The document reproduced here is Hamilton’s reply, immediately authorizing the release of another \$50,000.

Hamilton also replied privately to Seton at the same time.

“I regret,” he wrote, “though I am

Gentlemen

Finance Department
September 7. 1791

I request you to furnish the
Coffers of your Bank with the further sum of
Fifty thousand dollars to be by them applied
towards purchases of the public debt - on account
of the United States. Have the honor to be

Dr
A Warrant will issue - tomorrow
to cover the 150,000 dollars
already advanced for the same purpose.

With perfect confidence

Gentlemen

Your obedt Servt
A Hamilton
Ld of the Treasury

The President & Directors
of the Bank of New York

Alexander Hamilton penned this document in an effort to shore up lagging confidence in the solvency of the United States.

not too surprised at what you disclose... I have for some time foreseen the effects of too sanguine disposition in the dealers of your city; particularly in relation to Bank Script; and have anticipated that it would lead to a necessity

of sacrifices injurious to the funds. We got beyond the force of our own capital & beyond the point to which foreigners were yet prepared to go. I trust however the evil is temporary. The Bank is as good a thing as it ever was.

The United States are as solid as they ever were. The provision for the debt appears every day more and more ample..

In short every thing promises well. And the timid will soon rally." FFH

P.T. Barnum and “The Art of Money-Getting”

Remembered by the self-bestowed title of “The World’s Greatest Showman,” this 19th Century legend spent over two decades as a financial advisor: Dispensing his advice while working out of bankruptcy.

By A.H. Saxon

PT. Barnum never said “there’s a sucker born every minute,” but he did advise people in a road-show lecture he delivered in the 1850s and 1860s, “don’t endorse without security.”

Popularly remembered as the world’s greatest showman, P.T. Barnum was an entrepreneurial genius who’s fortune soared, failed, and soared again in the mid- to late 19th century. It is generally forgotten, however, that the man who introduced “Jumbo” the elephant and diminutive “General Tom Thumb,” was one of the nation’s great financial promoters via his inspirational lecture “The Art of Money-Getting.”

Ironically, for a four-year period when Barnum’s famous talk was being delivered to enthusiastic audiences, the showman was utilizing the proceeds to pull himself out of personal bankruptcy. And as Barnum himself ruefully acknowledged, the subject of his lecture might appropriately have been titled “The Art of Money Losing.” Instead, backers and friends pointed out that he could not have lost such a large sum — a half-million, a fortune in the 1850s — without first making it, title and topic finally settled on was “The Art of Money-Getting.” Repeated hundreds of times before paying audiences in England and the United States, the lecture proved to be a prime example of one of the talk’s important points, specifically the admonition to endorse only with proper security. Such words must have touched a bittersweet note to Barnum, for his misfortune was caused by failure to take his own advice.

That America’s wealthiest and most



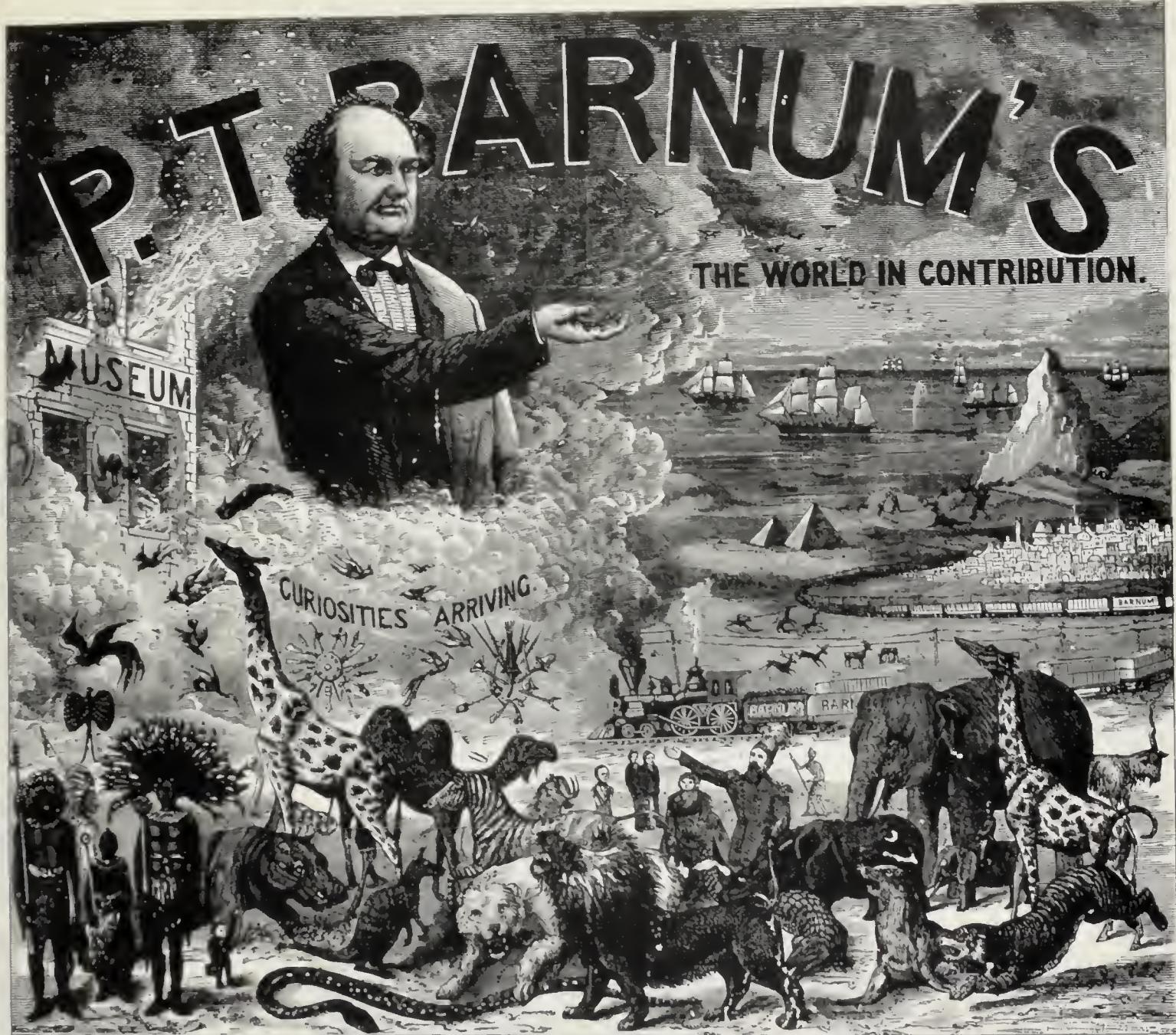
“General” and Mrs. Tom Thumb.

celebrated showman should have failed so spectacularly came as a surprise to most of his countrymen, although many of them, when the news broke in early 1856, must have also taken a grim satisfaction in Barnum’s humiliation. After all, was this not the same Barnum who, barely a year earlier, when he was 44, had dared publish a scandalous autobiography in which he revealed, among other farces, the role he had played in the exhibiting of the notorious “Feejee Mermaid?” Far from being the beautiful, bare-breasted temptress of mythology, as his carefully orchestrated publicity campaign and flaming advertisements had led paying spectators to expect, this creature resembled more closely what it really was: a dried

up head and torso of a monkey attached to the body of a fish!

This outright fraud was not Barnum’s only scam that he openly boasted of perpetrating on the paying public. “Joice Heth” was a decrepit, hymn-singing, whiskey guzzling black woman that the showman took around the country and brazenly exhibited as the 161-year old personal nurse of George Washington. The crone died unexpectedly while on tour and an autopsy revealed she could not have been much above eighty. In his book, which provoked an outcry on both sides of the Atlantic, Barnum had uninhibitedly crowded over these and other shams. So unashamed was he of his role in these frauds that he had even taken to proclaiming himself the “Prince of Humbugs.”

However, he could also point to many legitimate achievements in his career. Since 1841 Barnum had been the proprietor of the American Museum, at the corner of Broadway and Ann Street, just south of New York’s City Hall. This celebrated establishment was a tremendous hodgepodge of natural history, anthropological, and fine arts objects, to which a sizeable menagerie of living animals, and a floating population of “human oddities,” later referred to as “freaks,” found residence. Barnum even added a large aquarium featuring Beluga whales. The so-called lecture hall seated 3,000 spectators, and the museum possessed its own resident company of actors, and presented an ever-changing bill of popular plays, ballets, minstrel shows, and other entertainments that were fully on par with



Barnum's original fortune was raised by his outrageous "American Museum" in New York City.

what could be seen at other theatres around the city. Here, however, these shows were included in the price of a single admission to the museum itself — 25 cents for adults, children half-price — and visitors could easily while away the better part of a day.

The American Museum, Barnum later wrote, was the "ladder" by which he rose to fame and fortune. Its enormous popularity was due in part to the fact that there were no public institutions of its kind at the time, and perhaps to an even greater extent to the often outrageous schemes the showman dreamed up to publicize it. The building's exterior was gaudily decorated with paintings of the animals on view inside, and from one of its balconies overlooking Broadway a band

composed of the worst musicians Barnum could find kept up a perpetual din — so that their cacophony, he explained, might drive offended passersby into the museum.

Royalty Attended

Once inside, however, the majority of visitors found plenty to amuse and interest them, and it may be worth noting that these visitors came from all classes of societies. In addition to many of the nation's leading scientists, Walt Whitman, Mark Twain, Henry James (who as a boy took particular delight in one of the theatre's amply-proportioned actresses) and even the Prince of Wales all passed through the museum's portals at one time or another. Barnum later reported that 42 million tickets

were sold during the 27 years he was associated with the Musuem, and there appears to be no reason to dispute this figure. Taking into account the relevant census data for both eras, Barnum's American Museum attracted a larger percentage of the national population than did the original Disneyland during its first quarter century of operation.

Then, too, there was the coup of little Charlie Stratton, the talented midget Barnum discovered in 1842, rechristened "General Tom Thumb." On a triumphant three-year tour of Europe, "Tom Thumb" appeared before Queen Victoria (still young enough then to be amused by such entertainments) the King of France, Louis-Philippe, Queen Isabella of Spain and Czar Nicholas of Russia, as well as thousands of less



Ringling Bros. and Barnum & Bailey stock certificate.

exulted spectators. A few years later, in 1850, the showman scored an even mightier coup when he succeeded in engaging Jenny Lind, the most celebrated signer of the day, for concert tour of America. The terms of his contract with the imperious "Swedish Nightengale" were so generous — a guarantee of 150 concerts at \$1,000 per concert, plus all the singer's expenses and those of her numerous entourage — that it was rumored on Wall Street that the costs would ruin Barnum. Yet the doomsayers were soon proved wrong. Although disagreements led to the cancellation of their contract after the 95th concert, at the end of this nine month period, Barnum pocketed a cool quarter million dollars as his share of the profits.

By the time he had finished touring with Lind, the public perception of Barnum was of a modern-day Midas with a managerial genius capable of transmuting all he touched into gold, and the showman himself appears to have half-believed it. With his financial successes he funded a wildly ostentatious mansion in his wife's hometown of Fairfield, Connecticut. Based

loosely on the Royal Pavilion he had seen at Brighton, England, it was a fantastic blend of Moorish, Byzantine, and Turkish architecture. "Iranistan," as he named the onion-domed building, immediately became a major tourist attraction, and Barnum, who claimed to view it as an advertisement for himself and his enterprises, threw open the gardens and grounds to the public.

"Iranistan" was home

Like many who achieve wealth overnight, he was considered an expert on nearly every subject. Somehow his life as a "country squire" was thought to qualify him for the presidency of the Fairfield County Agricultural Society. In neighboring Bridgeport he was elected president of the Pequonnock Bank, whose engraved notes featured reassuring portraits of Barnum and Jenny Lind, with a depiction of "Iranistan" between them. He was even asked to contribute to a friend's business publication, and he responded with a ten-point "Rules for Success In Business." Some of the advice, like the rule of avoiding extravagance and always living considerably within one's

income, Barnum thought himself above, naturally.

His plunge into bankruptcy, and subsequent public humiliation, however, came from his ambitious plans for developing an area immediately east of Bridgeport, Connecticut. After winding up his affairs with the "Swedish Nightengale," in October 1851 Barnum and a junior partner acquired 225 acres of woods and farmland along the Pequonnock River. He grandly proclaimed to be building a planned community, a new city" with houses, tenements, shops, factories, bridges, schools, churches, a public park and hotel. He poured his own wealth into the project and to encourage early rapid growth early settlers and businesses were offered land at its original cost and financing on easy terms. He even sent agents to meet immigrants landing in New York and his friends, noting his obsession, were soon joking he had "East Bridgeport on the brain."

One of the businesses Barnum wished to have relocate to East Bridgeport was the Jerome Manufacturing Company of New Haven and Ansonia, then reputedly the largest maker of

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“You can be as romantic as you please about love, Hector;
but you mustn't be romantic about money.”

Man and Superman, Act III
George Bernard Shaw



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on its efforts.



Pequonnock Bank certificate showed Barnum with "Swedish Nightingale" Jenny Lind.

clocks in the world. According to Barnum, the company's president, Chauncy Jerome, agreed to do so, and to absorb a smaller clock company Barnum himself partly owned, in return for a loan not to exceed \$110,000. The money was needed, it was explained, merely to tide the company over a "dull season" and prevent laying off workers.

Within three months Barnum had signed notes and drafts to the full amount. He was soon being called on to sign additional notes almost as soon as the old ones were canceled and returned to him — a process so often repeated that both the showman and his son-in-law bookkeeper grew careless and failed to keep track of how much was outstanding. Finally suspecting something wrong, Barnum instructed his son-in-law to look into the matter. In the second edition of his autobiography, Barnum said the younger man returned to him "with the refreshing intelligence that I was a ruined man."

Swindled

Barnum insisted to the end of his life that Jerome had deliberately swindled him out of a half-million dollars. Adding insult to injury, the company never did make the move to East Bridgeport, because some weeks later it failed. It is speculated that the double debacle was the result of two men each trying to put one over on the other.

Almost overnight all of Barnum's assets, including "Iranistan," were attached and placed in the hands of trustees appointed by the court. Without "Iranistan" Barnum, his wife Charity and their two unmarried daughters moved to a rented house on West Eighth Street in New York City. His every expense and action was to be scrutinized for years by lawyers acting for the holders of the notes he had

signed, resulting in public humiliation for his daughters and a plague of various psychosomatic ailments visited upon Charity. Barnum himself was depressed for a while but he was soon to rebound, attacking his problems with his old vigor and ingenuity.

While note holders eventually were settling for 15 to 25 cents on the dollar, Barnum cleverly played the role of the broken down businessman. Acting out this melodrama in the courts and in the press, he fended off some creditors in a published letter describing himself as "utterly paralyzed" and so devoid of ambition that he felt he could "never rise again."

In truth, as inquiring lawyers and close friends were to discover, Barnum might very well have chosen to end his days not at all uncomfortably as an undischarged bankrupt. A good deal of the East Bridgeport property was registered in Charity's name, and therefore could not be attached. Before declaring

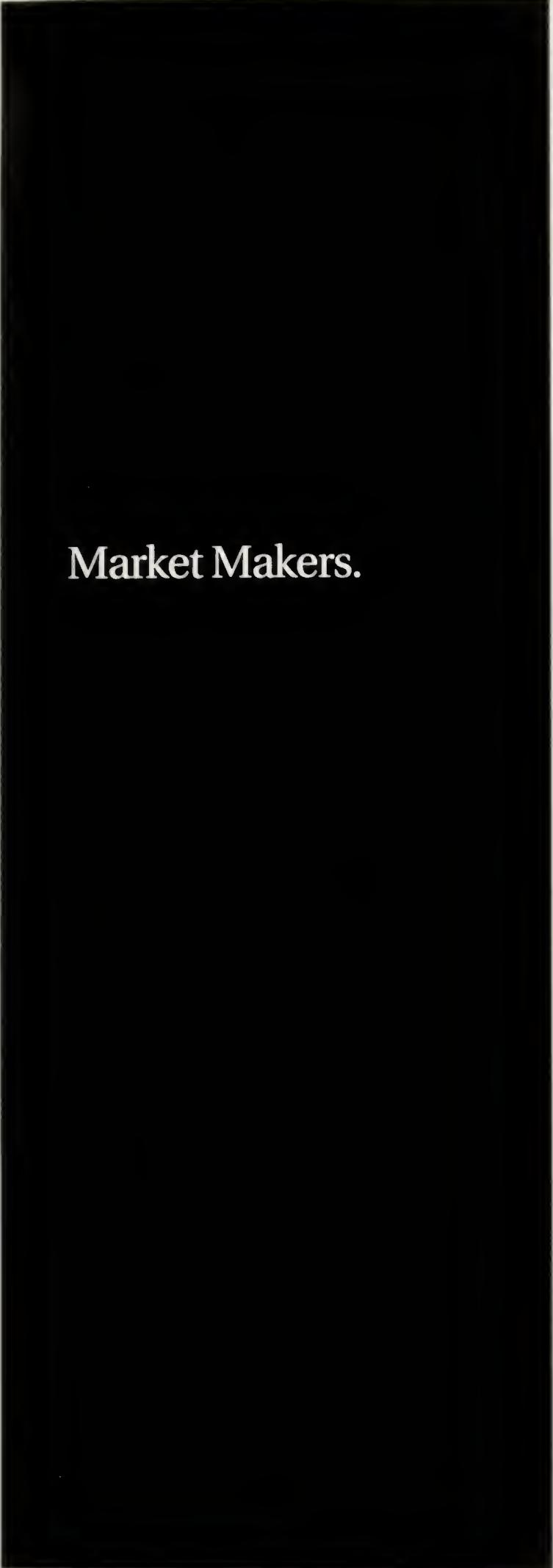
his insolvency, he had taken the added precaution of transferring to Charity the lease, and the \$19,000 annual income, on the building housing the American Museum. The museum's collections, too, were nominally owned by two of his former assistants and also exempt. Obviously, the Barnums were not so hard up as some were led to believe.

While that charade was being played out, the showman busied himself with various schemes to extricate himself from his difficulties. Over the objections of his creditors, he sailed for England along with a famous troop of actors whom he had secretly engaged for a series of productions of "Uncle Tom's Cabin." The show was a tremendous success, and soon "General Tom Thumb" came abroad to the aid of his distressed manager and the lucrative tour of European cities was again underway. Barnum's "The Art Of Money-Getting" lecture was rapturously received in London and the British provinces and within four years, P.T. had salted away enough money to satisfy his creditors. In typical fashion, on March 24, 1860, he announced his return to solvency from the festively decorated stage of the American Museum. At the same time he announced his resumption of proprietor of the museum — a position he had, in effect, never relinquished.

In a speech that night, Barnum also distinguished between his personal debts and those of the Jerome Company "swindle." He boasted of his strategies he had employed to effect his re-



A certificate from Barnum's "American Museum."



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covery and proudly noted that these plans allowed him to repay all his personal debts in full. The Jerome notes were another matter, however. He felt no moral obligation to repay these fully, and the cents-on-the-dollar payments, he stated, were made simply in order that he might again engage in business on his own. Many of those who were holders of these notes understandably failed to accept this distinction. For the rest of his life, Barnum's enemies dredged up his failure to repay these notes. All things considered, how-

doubt "Professor" Barnum's inspirational address would have difficulty passing muster in the rarified atmosphere of today's business schools. Yet even today some of its wisdom may be applied, such as the rule against scattering one's powers. "Engage in one kind of business only, and stick to it faithfully until you succeed or until your experience shows that you should abandon it... Many a fortune has slipped through a man's fingers because he was engaging in too many occupations at a time," was one of his

1868, Barnum announced his retirement from the amusement business. Like many of today's entertainers, retirement held little inspiration compared to life at center stage. Three years later he was senior partner in what became known as "The Greatest Show On Earth," and which carries his name even today" Ringling Brothers & Barnum and Bailey Circus. Among his enduring contributions, profit aside, was the acquisition for the circus in 1882 of the giant elephant "Jumbo."

For all his antics, however, Barnum shared a spiritual philosophy like that of his younger contemporary, Andrew Carnegie. Specifically, he looked upon himself not so much as the owner of his wealth, but as its steward. A devout Universalist for most of his life, he contributed tens of thousands of dollars to that denomination's various charities, in addition to some \$100,000 for the building and stocking of the "Barnum Museum of Natural History" at Tufts College in Medford, Massachusetts. In Bridgeport he served on the boards of the public library, the orphan asylum, the Boys and Girls Clubs, Bridgeport Hospital — of which he was the first president and where he endowed a bed for the poor. In New York City he was one of the founders of the actors fund and a valued contributor to both the Smithsonian Institution and the American Museum of Natural History. The latter was the beneficiary of many of the skeletons and mounted hides of the animals that died in his circus.

Such acts of benevolence were, interestingly, consistent with one of his points in "Money-Getting:" to be charitable. He referred to this pragmatic patronage as "profitable philanthropy" and was fond of quoting scripture when soliciting support for his many gentler, and kinder endeavors.

Somehow it all seemed to work for the self-proclaimed "Prince of Humbugs," who in later life preferred to be hailed as the "Children's Friend" and, somewhat less modestly, as the "World's Greatest Showman." When he died in 1891, mourned by the city he loved and by the world in general, he left an estate valued at over four million dollars. **FFH**

About the author: A.H. Saxon is the author of P.T. Barnum: The Legend and the Man and the editor of Selected Letters of P.T. Barnum, both published by Columbia University Press.



Wild horses depiction in front of Barnum's "American Museum."

ever, Barnum's actions appear to have been more honorable than many of his contemporaries who experienced similar reverses. One might even go so far as to say his were more honorable than many of those who default today.

Once more legitimate before the public, Barnum began cashing in again on "The Art Of Money-Getting," perhaps now to an even more believing public. He was to present his lecture, or variations of it, over the next two decades. Newspapers regularly carried reviews of his presentation, an English publisher offered \$6,000 for the copyright, and fathers made a point of bringing their sons to hear it, to growing acceptance. Publisher Horace Greeley, who advised young men to "go west" to seek their fortune, proclaimed the lecture's advice worth a hundred dollars to a beginner in life. Barnum was even engaged to deliver the speech every six months at a business school in nearby Poughkeepsie, New York. No

points. Some scholars may interpret this as a warning against the often ruinous practice of rushing into corporate diversification.

"Money-Getting" addressed the necessity of choosing the right location for a business, relations with employees and the hiring, retaining and firing of same, and contained a long section on an area in which Barnum's mastery was never questioned: advertising. It reads, in part: "I say that if a man has got goods for sale, and he don't advertise them in some way, the chances are that some day the sheriff will do it for him."

In the years following his recovery from bankruptcy and up to the eve of his death, he engaged in various business ventures. East Bridgeport and Bridgeport continued, and he eventually served as Bridgeport's mayor and as its representative in the state legislature. When the American Museum burned for the second, and last time in

Second in a series of personal messages

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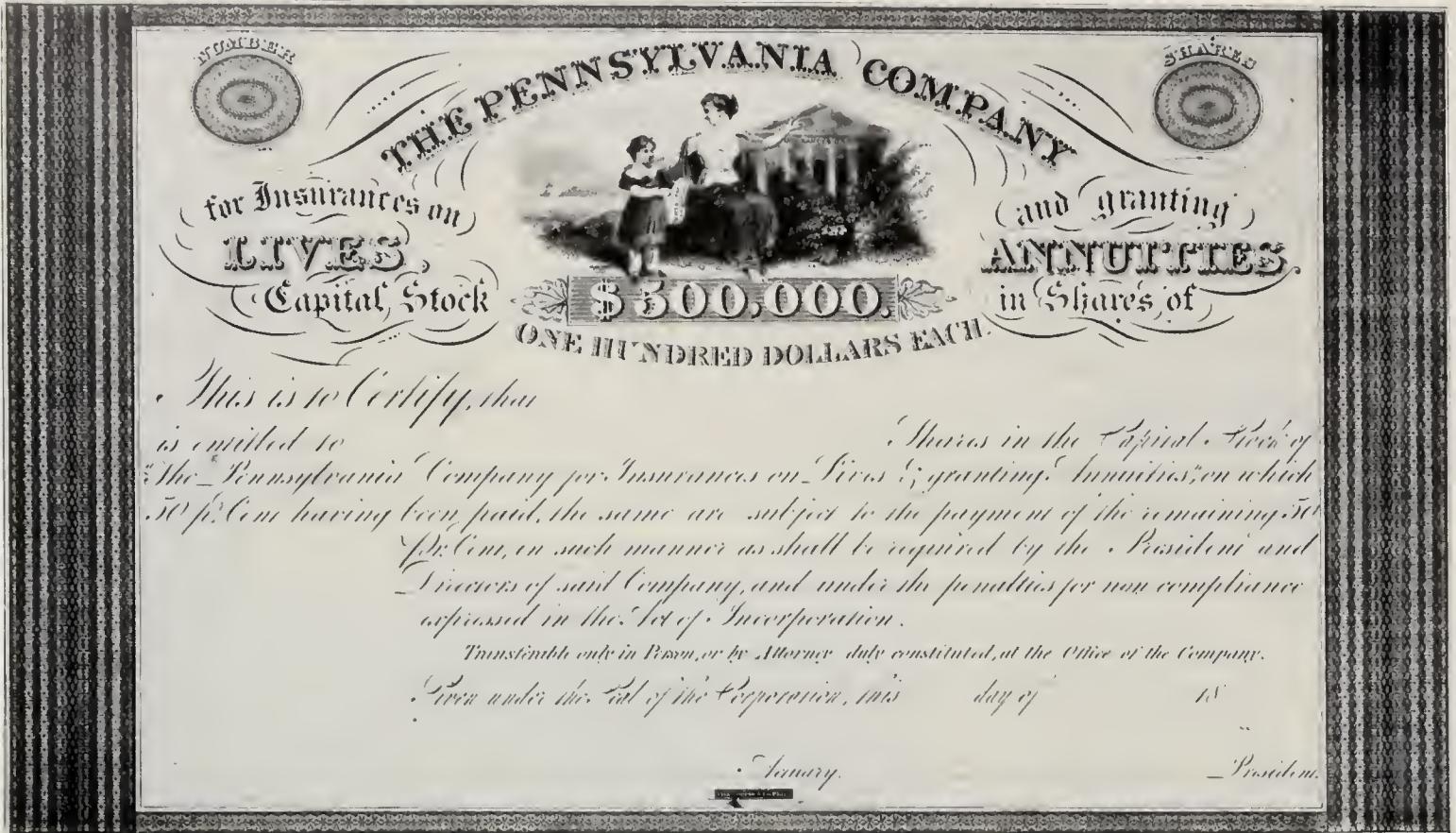
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In 1889, P.T. Barnum was a world figure, one of those rare human beings who transcend their genre by strength of personality and success. In November of that year, two years before his death, *Vanity Fair* magazine portrayed the showman at breakfast in London. The following is an exact transcript of how Phineas Taylor Barnum was seen by a leading publication of his time.

"He first came on show seventy-nine years ago, and he is supposed to have made it pay. He has been a clerk in a store, an auctioneer, a farmer, and an Editor; but he has always been a showman, and he will die a showman. He invented the late General Tom Thumb, and he purchased Jumbo. Jumbo then laid down his life for a fellow-creature:

he would have died in a less sensational way had he belonged to any one else.

"He says that he is not a humbug; but he is a very great friend to the bill-stickers, and one of the best advertisers of his own wares that ever lived. He has induced several noble Britishers to act upon a Committee whose duty it was to give him a dinner; and he has written his own "Life" as well as his "Struggles and Triumphs." His breakfasts are big enough to astonish the most stolid of English waiters. He is a Teetotaller whom the Blue Ribbon people should put on show on their own account, to advertise the advantages of their tenets. As an Editor, he was once locked up for libel.

"He is a very remarkable man."



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In the remarkable photograph shown here, an early fund representative is pictured near the "chuck wagon," taking a lunch break with some Texas cowhands. Inspection tours of operations were common then, as now. Transportation, however, was vastly different and representatives going into the field — quite literally in this case — spent months in transit and on site.

The Museum of American Financial History is planning an exhibit on the history of the American mutual fund industry. The exhibit will commemorate the 70th

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TRUSTEES

The Foreign & Colonial Government Trust was the first "investment trust," a forerunner of today's mutual funds. It was founded in 1868.

Growth of America

anniversary of the industry, which formally began in 1924. The exhibit will display artifacts from the investment trusts in England, and from the quite different mutual funds which became so popular in the United States. *Friends of Financial History* will also publish an extensive article on the history of mutual funds.

According to Museum researchers, professionally managed funds were originally structured "investment trusts" and were particularly popular in London, Edinburgh and Dundee. What propelled them was a combination of large amounts of surplus capital, low interest rates in England and a booming American economy.

Victorian England was flooded with capital due to

the success of the industrial revolution and the mercantile profits generated by the vast British empire. At the time, money could be borrowed for three to four percent interest while American investment returns on mortgages and railroads ranged from eight to twelve percent — and sometimes more — on a regular basis.

The first investment trust was the Foreign & Colonial Government Trust, founded in 1868. The original prospectus reveals that a guiding principal of the fund was and remains a common denominator to many funds today: "to give the investor of moderate means the same advantages as the large capitalist in diminishing the risk of investing in Foreign and Colonial Government Stocks, by spreading the investment over a number of different stocks..." **FFH**



Texas cowhands sitting around the "chuck wagon;" fund representatives like the one pictured here, spent months on inspection tours.

Sixty Years Over The Counter

Past presidents and chairmen of the Security Traders Association gather to discuss the "electronic revolution" that has transformed the world of trading over the counter stocks.

By T. Patrick Harris

On the occasion of the 60th annual meeting of the Security Traders Association, the Museum of American Financial History hosted a roundtable discussion with seven past chairmen and presidents of STA. The Museum's purpose was to record an "oral history" reflecting the decades of trading unlisted, or over the counter, securities, before the introduction of NASDAQ.

The participating traders played important roles in how the old Over The Counter stock market evolved from a low-volume, murky arena to challenge the venerable New York Stock Exchange in liquidity, shares traded and investor confidence.

The historic contribution these men made was, simply, that they were there. They and their contemporaries were actively trading when "live" data consisted of day-old quotes printed on pink sheets of paper. Each was a player when capital markets around the globe were jolted by Dwight Eisenhower's heart attack and Jack Kennedy's murder. In their half-century of trading they experienced a range of market-shaping news and emotions that yielded everything from recessions to record volume to crashes.

Importantly, as past chairmen and presidents of STA, they combined their daily trading experience with working with the National Association of Securities Dealers, the Securities and Exchange Commission, and other regulators. By doing so they directly helped shape the technology, market regulation, and philosophic direction of what is known today as the Nasdaq Stock Market.

In that same participatory spirit they sat down to breakfast together and, as traders are prone to do, they began to talk. Even before the eggs arrived, it became clear from the sometimes-animated conversation that this



Lex Jolly, sold door-to-door in the 1930s.

electronic stock market is, nonetheless, a people place. No face-to-face contact, and systems that provide anonymity, like Instinet, play valuable strategic roles in this version of high stakes poker. But traders still gather in large numbers for national and local meetings because, as one put it, "you still like to connect a face to the other side of a trade, you feel more secure that there's a human being there, someone who's going to be there tomorrow, not just a machine."

It is appropriate and respectful then, that this summary begins with Lex Jolly, someone who has been there for a half-century of tomorrow.

—Harris

My experience was quite different from these fellows," said Mr. Jolly, now into his nineties and his voice carrying clearly through the background noise of the dining hall. The subject had been electronic trading and the benefits of screen-based data on-line. "I was just a country boy ringing doorbells when I began... I had to do it that way because there were not a

lot of telephones in Georgia then."

The image of Mr. Jolly, selling bonds door-to-door in 1930s Georgia, serves as metaphor for the collective experience of many over the counter traders who have experienced the electronic transformation of that marketplace. Just as the Georgia of Mr. Jolly's youth is now a distant cousin to today's state, the OTC stock market has likewise evolved. Atlanta moves to the world stage when it hosts the 1996 Olympiad, and the screen-based Nasdaq Stock Market, as the over the counter is now called, is emulated by exchanges in Athens and Tokyo.

This market's transformation, said all the roundtable participants, without doubt came from the application of screen-based technology. "There's no question at all about what [screen based] technology has done for us. It's given us everything, and changed everything. We'd never be able to handle the volume we have today without it. There's absolutely no way," says former STA president Jerry Mullins, now with Dean Witter in New York.

Volume Problems

By the late 1950s, OTC issues were gaining in popularity and volume was increasing. But the methods for handling the order flow were archaic. As the order flow grew, the problems processing orders increased. So acute became the problem that one solution was to close the market every Wednesday to handle the paperwork.

"We were getting backed up [handling orders] in the 1960s, and we had some wake-up calls that really overwhelmed us," said Mr. Mullins. "At the same time, we began to think, 'hey, maybe we can handle ten million shares per day.'" Major volume landslides from the early 60s that shook the over the counter community — and

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From left: George Casey, Don Dwyer, Larry Rice.

capital markets around the globe — came from, for instance, the price rollback of U.S. Steel and the assassination of President Kennedy. (Like most adults at the time, these traders were all able to recollect what they were doing when they heard the news of Kennedy's death. Mr. Mullins, for example, was trading Tonka Toys and can quote the bid/ask prices when the shooting was announced.)

Automated Quotes

What allowed broker-dealers to handle greater volume, say these traders, was the introduction of NASDAQ, an acronym for the National Association of Securities Dealers Automated Quotation system. NASDAQ uses computer assisted, screen technology for displaying market makers' quotes for buying and selling, posts trades and, among myriad other functions, creates an electronic trail of activity for market surveillance and regulation.

Not As Planned

While NASDAQ is widely-praised as a trading system, former STA chairman Larry Rice, who worked with the NASD in developing NASDAQ and was one of the first users, said it was never planned to be a trading system. Rather, recalls Don Dwyer, now with John Dalton Associates in Chicago, it was to be used to display bid and ask quotes only. Getting quotes, pointed out Mr. Rice, now trading for Wedbush Morgan in Los Angeles, was one of the bottlenecks.

Getting quotes that were "firm," that one could trade with, prior to automated display was a time-consuming



Bob Woeber, STA president 1974.

procedure. Bob Woeber, STA president in 1974, said it was standard practice to make at least three telephone calls and get price quotes from three different market makers. This was because the only available common medium was the pink sheets. The problem was the pink sheet prices were quotes from about 11 o'clock a.m. the previous day, were not firm, and could change rapidly during the current trading day or from their level the previous day. Making the three calls was a standard practice in most OTC shops, not a regulation back then, said Mr. Woeber. "It was a very inefficient way of doing business, very time consuming, but at the same time you really had to do it [make three calls] to protect yourself" he said.

Quick Change

"What we were looking to do was to automate the system for quoting purposes only," confirms Jerry Mullins. "It never was going to be a system that was

Participating in this discussion, held in Boca Raton, Florida in October 1993, were seven past chairmen and presidents of the Security Traders Association:

Lex Jolly, STA president, 1956;
Donald R. Dwyer, president, 1973;
Robert A. Woeber, president, 1974
(after 1974 the title was changed to chairman);
Lawrence R. Rice, chairman, 1978;
Jeremiah A. Mullins, chairman, 1982;
George H. Casey, III, chairman, 1984; and
Austin H. George, chairman 1989.

going to be dedicated to trading — at least that's what the traders thought. Maybe the NASD or somebody there had some different plans." George Casey, STA chairman in 1984, concurs, adding "When we started NASDAQ it wasn't called screen-based trading. But we needed to automate badly. And I don't think any of us on the scene at the time realized what it would evolve to."

NASDAQ's first day of operation is officially dated as February 5, 1971. It rapidly went from displaying quotes to a trading system, however. Mr. Casey, who also has served as president of the Security Traders Association regional affiliate in Los Angeles, recalls how quickly it changed, and how. "After a week or two of [using the system] it was such a pain in the neck. Everyone was arguing with everyone else, 'why aren't you going to trade on your quote,' etc. So the L.A. traders wrote to the NASD and suggested they make the quotes firm for a unit of trading, which was 100 shares in those days."

"That's really where we got this ball rolling," adds Mr. Mullins, also one of the first users, "because it became easier. The ironic part, as we sit here today, the unit trading is still a 100 units of stock. But I don't know anybody that's ever given a 100 share print in the last five years. It's a thousand now."

The traders recalled that the relationship with the NASD prior to the creation of NASDAQ and for some years afterward was strained. "There was tremendous hostility back then [late 1960s and early 1970s] between the trading community and the NASD" recalls Mr. Mullins. He credited, as did the other traders, the late John Hodges, an NASD official, for diffusing that hostility and at the same time helping

to bring NASDAQ to fruition. Larry Rice adds that Bob Doyle, the chairman of the NASDAQ committee until his death in 1972, was also instrumental in bringing screen-based trading alive. (The death of Mr. Doyle is the only one ever announced on the NASDAQ system. That same year Mr. Doyle was recognized as the "OTC Man of the Year" posthumously.)

Replaced Toggles and Tape

Prior to 1965-1971, over the counter traders had some trading technology, but the equipment was cumbersome. Recalls Mr. Woeber: "I went to work in 1954 in a regional firm in Pittsburgh, and was hired in the trading department a couple of years later, around 1956. The trading department then had a desk with toggle switches. You sat on one side of the desk and set in the middle was a row of toggles... each one of which was a direct line locally. They didn't go anywhere outside of the city. Alongside of you, you had a couple of AT & T Teletypes. In addition to the two Teletypes there was a Western Union wire which had a yellow tape about three eighths of an inch wide that came off a spool and you typed on it. The Western Union wire went directly to a correspondent in New York. The Bell Teletype allowed you to go anywhere in the country, but you had to turn it on, type in a number, make a connection — and all this was on a piece of paper about a half-inch wide..."

"Obviously trying to execute an order Over The Counter was a process. You'd get a ticket from a salesman and you'd go to sheets and either through your turret keys, which went to local houses that had wires to New York or Chicago, or wherever, or you'd pick up the Teletype and type. God forbid you'd use the long distance telephone, which was more expensive. And once you got your three quotes you could execute the order."

Institutions Become Involved

Prior to the advent of the NASD's electronic trading system, there was little institutional, or "buy-side" presence in trading unlisted securities. Austin George, now retired from T. Rowe Price in Baltimore was one of the early institutional players who would trade over the counter stocks. "Rowe Price was very active when I was first trading and he said that if he liked a stock, it didn't matter where it traded," recalls

Mr. George. "Up until 1975 there were not many of us who were active in the over the counter market," he said. "And a lot of the bank trust departments literally had prohibitions against buying over the counter stocks."

That resistance came from a marked advantage brokers had at the time. Specifically, buy-side traders were shut out from seeing quotes, even the day-old pink sheets. Further blocking institutions was a lack of coverage in the media. "Basically the rules of the industry were that you couldn't buy anything that you couldn't see in the paper," said Mr. Dwyer. "And the newspapers basically didn't print any OTC prices. Coverage today is much better, but if it

known as the "unlisted securities" market. That name carried a negative implication, said Mr. George, when compared with the New York and American exchanges, which offered "listed securities." "It somehow said there was something wrong with not being listed," he said.

Bob Woeber recalls the NASD and STA both campaigned for a name change to the Over The Counter market. "We put a lot of work into getting that change," he said, chuckling at the thought of the current NASD campaign. Over the past five years, the self-regulatory organization has shifted from OTC to calling the bourse The Nasdaq Stock Market. "It's a not-too



Past chairman Jerry Mullins, left; Austin George, first "buy-side" STA chairman, right.

wasn't for the volume you still wouldn't hear anything about Nasdaq stocks on radio stations."

Nasdaq Not OTC

Following the introduction of ERISA, and the growing acceptance of screen trading, more institutions became players in over the counter securities. Mr. George, who is the only "buy-side" member of the STA to serve as president, said "the playing field was becoming level enough" through efforts by people like the late Mr. Doyle to make the market more transparent. "You felt like you had a more equitable shot," Mr. George pointed out. Institutions were also being favorably influenced to buy over the counter stocks by an NASD publicity campaign to upgrade the perception of the unlisted market's credibility.

One of the facets of that 1970s campaign was to get the name of the marketplace changed. After the securities industry reform legislation of the 1930s, which created the Securities and Exchange Commission, the OTC was

subtle shift," says Mr. Dwyer. "They [the NASD] were never allowed to call it a stock market before."

The new campaign is still underway, with many publications still referring to the market as Over The Counter. However, the NASD is actively seeking to eliminate references to OTC, even in market makers' advertising. Jerry Mullins, at the request of the NASD, changed Dean Witter's long running "dean of the OTC" ad campaign. He observes that the association was moved to campaign for the new name in part because of pressure from issuers. "The transition that comes now is the net result of Bill McGowen," says Mr. Mullins, speaking of the late chairman of MCI, one of NASDAQ's most important issues. "He said he would list the stock, if they [NASD] kept referring to it as the Over The Counter. Part of it was he was having some problems with his shareholders and he wanted to have it look more and more like an exchange, so shareholders could see the volume... That started the [latest campaign]," he said. **FFP**

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THE COLLECTOR

A forum for the collector of vintage financial memorabilia.

“The Collector” Makes New Friends

A familiar section of Friends of Financial History has expanded with letters, commentary on the state of collecting, a new look and the ever-popular mail bid auction.

By T. Patrick Harris

With this edition of *Friends of Financial History*, we introduce an expanded and “inter-active” section dedicated to the collector of vintage stock and bond certificates, paper money and other financial memorabilia. *Friends* also takes this opportunity to invite contributions to this section from readers.

Called “The Collector,” this section builds on many years of service to collectors, dating back to the first mail bid, published in 1978. The magazine is now evolving into an extension of the public galleries of the Museum of American Financial History. The magazine will continue to grow into the role it shares with the Museum: to chronicle the history of American capital markets. It will accomplish this mission by including in its pages articles for history buffs, museum members and collectors of memorabilia. *Friends* will also publish photographs of artifacts from the Museum’s collection, portraits of significant personalities, and present stories of inventions, ideas and products that have inspired capital investment.

“The Collector” plays an important role in the plans for this magazine. In this section you will see the familiar mail bid auction pages. The section has been expanded and reorganized to allow individual readers to quickly review a bourse of dealers and collectors, read letters to the editor and other items.

Importantly, we wish to open up these pages to reflect a dialogue for collectors. We look forward to reading your opinions on the problems collecting, new finds, reports on auctions and shows (correspondents wanted!) and, in general, thoughts you wish to share with your far-flung compatriots. From the informal input we’ve had so far, it looks like this section will be very popular.

If you wish to contribute to “The Collector,” please send your reports from various shows, news of your discoveries, or letters to the editor, here to *Friends*. Our address is *Friends of Financial History*, 26 Broadway, Room 200, New York New York 10004. **FFH**

The 1784 form used by Benjamin Franklin to direct payment, by French bankers, to Americans held as prisoners of war in England. From the collection of the Museum of American Financial History.



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United States of America ; being lately from Prison in
England.----Charge the same to the P U B L I C K
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Your humble Servant,

*To Mr. G R A N D, Banker,
Rue Montmartre, v s-a-
vis St. Josef¹,
à PARIS.*

COLLECTOR'S MAIL BOX

Pre-War German Bonds

The following letter was sent to a bond collector in Glendale, Missouri. It is a slightly-edited response from the United States Department of State.

Dear Sir,

The longstanding policy of the United States has been generally not to raise the claims of U.S. bondholders against foreign governments at a government-to-government level because the holding of foreign securities is considered essentially a private transaction. Instead, the United States encourages foreign governments to negotiate bond settlements directly with the holders or their representatives.

Until the terms of the London Debt Settlement Agreement of February 27, 1953, the Federal Republic of Germany was obligated to pay and transfer specified amounts of principal and interest on certain outstanding German dollar bonds as set forth in Annex I to the agreement. Germany also agreed to pay specified interest on bonds (including Dawes and Young bonds) upon unification of Germany. Under the agreement, payment on bonds or coupons requiring validation under the German law of 1952 is contingent on proper validation...

Pursuant to its responsibilities under the agreement, after unification in 1991 the Federal Republic of Germany began issuing consolidation bonds for certain bonds as specified in Annex I. These consolidation bonds (Fundierungsschuldverschreibung) may be exchanged against validated coupons of the old debts listed in the London Agreement. In addition, bondholders who previously exchanged their coupons for special certificates (Bezugscheine) entitling them to future issues of consolidation bonds, may exchange their certificates for bonds.

Holders of bonds in the American tranche of Dawes and Young bonds may exchange coupons or certificates in the USA or the FRG. Pending designation of a payment agent in the United States, U.S. holders may apply for exchanges to be made in Germany through a U.S. financial institution

with correspondent relations with a bank domiciled in Germany, or through a German financial institution represented in the U.S. We understand that U.S. holders of consolidation bonds may also request German banks to sell the bonds on the Frankfurt Stock Exchange at current rates.

[For further information] you may also wish to be in touch with the Foreign Bondholders Protective Council in New York, which represents U.S. holders of dollar-denominated foreign bonds. The Council may be reached at 1040 First Avenue, Suite 189, New York, NY 10022.

From: Office of International Claims and Investment Disputes.

Baseball Vignette Fan

Dear Friends,

Your baseball article [*Friends* #43] invited collectors to have their certificates included in a catalogue you would be publishing.

I'm quite fond of the one I have, the Butte Base Ball & Athletic Association, issued in 1916. The vignette of the batter and the catcher is quite unique. Of all the certificates shown in your article, only the Philadelphia Base Ball Club had a baseball vignette.

David L. Johnson
Billings, Montana

Editor's note: Collectors interested in participating in this project should please send a good quality photograph or photocopy of their certificates.

How Much Is

Ever wonder how much those old certificates are worth? They could be worth liquidating or exchange value to the issuer firm, and, if not, they may have value as collectibles, according to Robert Fisher, vice president of R.M. Smythe & Co.

Mr. Fisher writes that the research department at Smythe has investigated thousands of securities for domestic and foreign clients, often recovering sizable cash returns.

Sometimes the trail can be convoluted, especially in the case of older companies. A client from Florida held

500 shares of Alaska Juneau Gold Mining Company common stock, he said. "We found that this company was incorporated in West Virginia in 1897. On June 25, 1959 the name was changed to A.J. Industries. In April 1977 the company merged into Rokkar Industries for cash. Each share of common stock was exchanged for \$5.85. Our client exchanged his stock for \$5,850."

Smythe's fee for research and tracing are \$50 for each company name investigated, whether domestic or foreign. Same day service is available, too, at \$75.00. A copy of the face of the certificate is required, plus a check and a self-addressed stamped envelope. The Smythe office is located at 26 Broadway, Suite 271, New York, New York 10004-1701. The number for research inquiries is 212-908-4645 or FAX to 212-908-4647.

Yachting Buff

Dear Friends,

I am an avid sailor and recently learned that one of the great yacht builders of the late 1800s and early 1900s issued stock in his company. I am very interested in hearing any information about the certificates of the Herreshoff Manufacturing Company and acquiring one.

The company was based in Bristol, Rhode Island and ceased operation sometime shortly after the close of the second World War. The firm was considered the best in the business and designed and built a series of successful America's Cup defenders in the peak years of the Cup. I'm told the vignette on the certificate shows one of these defenders.

Thomas P. Harris
New York

Editor's note: See "You're Invited."

You're Invited!

Collectors are invited to respond to inquiries, such as the one above, in letters to *Friends of Financial History*, 24 Broadway, Room 200, New York, New York 10004. Space permitting, replies to queries will be printed in this section. Deadline for the Spring edition is March 10, 1994.

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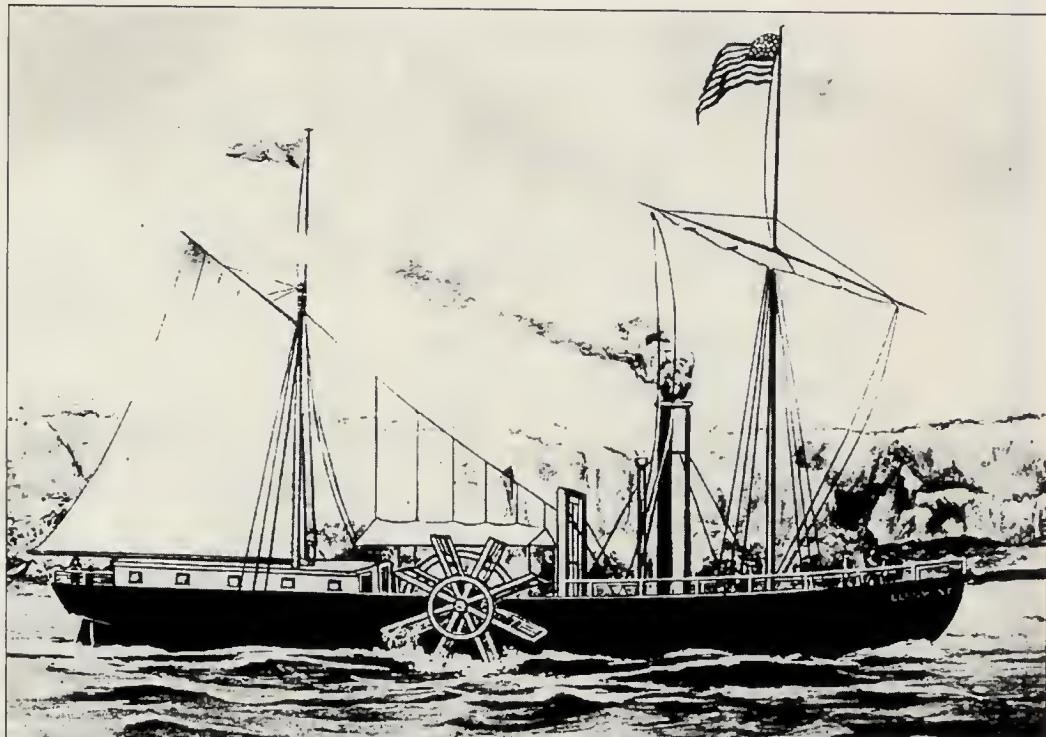
An acquisition by the Museum last fall subtly reminds us of an oft-repeated theme in the creation of capital — human skepticism of those “new fangled ideas.”

In the document on the facing page, dated August 1, 1814, Robert Fulton is conditionally promised \$600 from one Joseph C. Yates. In exchange, Fulton promises to build and operate a number of steamships.

This was not the usual route for raising capital via the public markets even in those early days. Rather, it was a private financing, an indication of general resistance by the financial community. The tone of the agreement indicates that Mr. Yates, apparently, was not entirely sure of the returns he would gain from this new technological approach to shipping. An engine-powered ship was such a radical idea that the inventor was ridiculed in the press. This new invention was received with such public skepticism that almost two centuries later a slur from that earlier time is still remembered: “Fulton’s Folly.”

The direct pledge from Yates to Fulton represents a period financial vehicle that is akin to today’s private placement. When biotechnology first came to Wall Street, for instance, finding investors was difficult. Private placement was generally required as the concept of genetic engineering was simply too far removed from predictable profitability for the general public. Within a few short years, however, these issues became the darlings of Wall Street and investors in “biotech” initial public offerings often saw extraordinary gains.

In 1814, seven years after Fulton made his historic trip on the Hudson River aboard his first steamer, the “Clermont,” investor Yates delivered an immediate \$300, with another \$300 to be delivered under conditional terms. The steam powered vessel was soon to revolutionize shipping and, within a few years, steamship lines saw no resistance from the investing public. On land, the application of steam was to lead to the expansion of the American nation westward, with great opportunities for many investors in railroad stocks.



An early cut of Robert Fulton's steamer “Clermont,” circa 1807. The vessel had an average speed of about five miles per hour. Note the side-mounted paddlewheel and auxiliary sails. While sailing ships were capable of considerably greater speeds than early steamers, steam-powered vessels were able to meet schedules with more accuracy — an advantage in commerce.

Of historic interest in the document, the terms for the additional \$300 required Fulton to build, fit out and operate the ships for the “regular portion of a year” before payment, in a clause that allowed for delays due to the War of 1812. It is unknown at this time if the terms laid down in 1814 by Yates were ever satisfied, as the great American engineer-inventor died in 1815.

Collectors will be interested to know that the document has appreciated significantly over the past five years, bringing \$2,550 in 1989 and \$5,250 in 1990. This document was purchased by the museum in the Auctionhaus Tschope sale in 1993 for 12,500 DM. **FFH**

On the right:

This document, dated August 1, 1814, helped finance a small fleet of steam-powered ships to be built and operated by Robert Fulton some seven years after his historic voyage aboard the “Clermont.” The note is similar to today’s private placement, which now, like in Fulton’s day, is used to finance concepts considered too speculative for the general public.

Note Purchased; 19th Century Technology

Know all men by these Presents, THAT I,
Joseph E. Yates of the State of New York
am held and firmly bound unto Robert Fulton of the city of New-York, Esq. in the sum of Six Hundred Dollars, lawful money of the United States of America, to be paid unto the said Robert Fulton, his executors, administrators, or assigns, for which payment I bind myself and my heirs, executors and administrators, firmly by these presents. Sealed with my seal, and dated the first day of August, in the year of our Lord one thousand eight hundred and fourteen.

THE CONDITION OF THIS OBLIGATION IS SUCH, that if the above bounden
Joseph E. Yates shall pay to the above named Robert
Fulton, his executors, administrators, or assigns, the sum of three hundred dollars, on or before the
first day of April, in the year one thousand eight hundred and seventeen, or in case the building or
fitting of certain Steam-Boats, which are to be built and fitted by the above named Robert Fulton, his
executors, administrators, or assigns, as specified and agreed in certain articles of agreement, bearing
date the thirtieth day of May last, and in a certain memorandum of agreement bearing equal date
herewith, both made and concluded between the above named Robert Fulton of the first part, and
the above bounden *Joseph E. Yates* with several
others of the second part, shall have been prevented or interrupted by the acts of the public enemy, or
the necessary and proper consequences thereof at the end of the first year in which all the sail Steam-
Boats shall have been employed for the accustomed and regular portion of a year in navigating, plying,
and carrying passengers according to the true intent and meaning of the said articles and memorandum;
or if the above bounden *Joseph E. Yates* his executors,
administrators, or assigns, do or shall, on the first day of April, in the year one thousand eight hundred
and seventeen, or at the end of the first year in which all the sail Steam-Boats shall have been employed
as herein before set forth, signify in writing his, her, or their intention not to pay the aforesaid sum of
three hundred dollars, or take the interest arising from such payment in the joint concern created by and
specified in the said articles of agreement, then and in each and every of such cases this obligation to
be void and of no effect, otherwise to be valid and effectual.

Sealed and delivered
in presence of

Hudson River

C. Wright & Co. W.

This Bond is given to secure the payment of what is unpaid on the Certificate No. *70* in the
Hudson River Steam-Boat Stock, issued to the above bounden *Joseph E. Yates*
and the share for which the same is issued—and the owner of such certificate and share shall be entitled
to all the privileges specified and reserved in the condition of the within bond, which shall be kept by
the said Robert Fulton, and not assigned or transferred to any other person or persons, before the first
day of April, one thousand eight hundred and seventeen, or the end of the first year after all the Steam-
Boats within mentioned shall have been employed as therein set forth.

Robert Fulton

BOOKS FOR THE COLLECTOR

Jay Gould Tome, Published in 1957, Is Highly Recommended

In his preface, Julius Grodinsky advises the reader that he has not written a biography of Jay Gould. Instead, in *Jay Gould: His Business Career 1867 - 1892 — The Expansion of America's Railroad Empire*, he examines Gould's policies as a leading trader, railroad builder, businessman, and capitalist in the era of unregulated free enterprise between the Civil War and Theodore Roosevelt's administration. Published by the University of Bridgeport Press in 1957, Grodinsky's important work on Gould is comprehensive, scholarly and thoroughly documented.

Gould's complexities cause one to wonder. He was just over five feet tall, often sickly, the youngest of six, and the only boy in a poor family. His knowledge was profound yet there are

no hints from his environment or education to explain this. When success came, he lived without ostentation. Notoriously secretive, his great strength was in detecting opportunities to seize control of companies and retain it.

Grodinsky narrates through Gould's successive deals in the post Civil War era. We see Gould as speculator or builder with the Erie, the Union Pacific, the Wabash, the Missouri Pacific, the Burlington, and many other lines. Gould generally got what he wanted, and the author shows us how Gould obtained the cooperation of legislatures, courts, US Senate committees, co-workers and even the highest office of the land! Gould's approach was simple — buy cheap and sell high. He often created his own such opportunities by depressing the value of a property first

in order to buy it cheap.

The author hastens to point out that, strange as it may seem, many of Gould's financial schemes were sound, and he set precedents which were later followed by investment bankers and state and federal legislators. It is important to remember the business ethics of the time, and then be glad of the changes legal restraints have forced.

A thesis Grodinsky presents is that the US economy benefitted from the exploits of Gould and his cohorts. This period of history experienced truly unprecedented technological and economic growth and, while it may be difficult to condemn the action of the "robber barons," they certainly cannot be called heroes of our economic past.

Reprinted only once, in 1981 by another publisher, a first edition may be found, but expect a price around \$75 depending upon condition.

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The certificate illustrated here, dating from the late 1920s, features the classic American Bank Note "screaming eagle" vignette, probably the best-known image from the company which elevated the printing of banknotes, stamps and securities to a distinctly American art form. A surprisingly scarce piece for certificate collectors, spindle hole-cancelled and in VF condition overall.

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Cb - Coupons, bound with the certificate
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Cu - Coupons underneath.
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P - Preferred Stock.
CD - Certificate of Deposit.
PH - Pinholes.
TCH - Tiny cancellation holes.
POC - Punch Out Cancellation.
STATES - Two letter postal codes.

- 1 New Mexico Mining 1860. 100 shs. Brook, village. Written cancel affects vignette, bottom edge rough. (\$35-Up)
- 2 Druggists Printing & Publishing (UK) 1898. 20 shs. Ornate left border. (\$25-Up)
- 3 Kirkland Iron (NY) 1880. One share. Beehive. EF. Scarce. (\$35-Up)
- 4 Maine Central RR (ME) 1899. 4 shs. Train at station. Dog, key, safe below. ABN. VF+. (\$25-Up)
- 5 Clinton Iron (NY) 1873. 10 shs. Woman with rake seated, gear, #3. VF+. Scarce. (\$35-Up)
- 6 Philadelphia Traction 1900. 5 shs, all rd. Two women. Railroad brakeman below. Bright, colorful VF+. (np) (\$35-Up)
- 7 Continental Passenger Rwy (PA) 1877. 100 shs. Eagle with outstretched wings. Statue. Philadelphia City arms below. ABN. Tape repair, but quite attractive. (\$15-Up)
- 8 American Coal (MD) 1866. 100 shs. Train. Revenue affixed. Glue remnants, left border. (np) (\$25-Up)
- 9 Peoria & Bureau Valley RR (IL) 1911. 25 shs. Indians watch buffalo run from train. ABN. VF+. (\$25-Up)
- 10 Louisiana Loan (UK) 1876. London. \$1000. Certificate of Claim, 6% State Loan. British format. (np) (\$75-Up)
- 11 Saint Louis Eureka Tanning & Currying (MO) 1867. 5 shs. Two small rust stains, otherwise VF. (np) (\$40-Up)
- 12 Bloomindale Graphite (NY) 1891. 50 shs. State arms in circle. (np) (\$25-Up)
- 13 Anderson Belt Rwy (IN) 1914. 3 shs. State arms in circle. (np) (\$30-Up)
- 14 Chicago, St. Louis & Pittsburgh (IN) 1883. 50 shs, or. Issued to and signed by William Thaw, president of the Pennsylvania Railroad. The stub is lightly glued over the left border. (\$25-Up)
- 15 Northern RR (NH) 1867. 5 shs, re seal. Revenue affixed. VF+. (np) (\$25-Up)
- 16 Lewiston Turnpike 187. Weaverville. Whimsical wagon pulled by mules and loaded with goods. Unissued, but interesting. EF+. (\$30-Up)
- 17 Sea View RR (NY) 1897. 2 shs. Became part of BRT. (np) (\$45-Up)
- 18 Hope's Remedies Ltd (UK) 1924. 100 shs, rd. British pharmaceutical. VF+. (np) (\$30-Up)
- 19 Penn Seaboard Steel (NY) 1926. 100 shs, gr. Semi-nude man & woman. ABN. (np) (\$20-Up)
- 20 Addison RR (VT) 1911. 1 Share, gr. Train. (\$45-Up)
- 21 Flint & Pere Marquette RR (NY) 1880. \$60 of preferred capital stock. An unusual form, rarely seen. #11. Train. Minor foxing. (\$35-Up)
- 22 Christopher & Tenth Street RR (NY) 1919. 5 shs, bl-gr. Horsedrawn streetcars wait at ferry terminal. Griffins below. ABN. Light glue stains on back only. (\$40-Up)
- 23 Boston & Providence RR 1909. 10 shs, gr. Trains near the harbor. ABN. Numbered notation, top. VF+. (\$20-Up)
- 24 Thunder Mountain & Big Creek Consolidated Mining & Transportation (AZ) 1905. 500 shs, go. Miners, mountains. (\$35-Up)
- 25 Bismarck-Nugget Gulch Consolidated Mining (AZ) 1903. 1000 sh. Miners. Another nice Arizona Territorial certificate. EF. (\$40-Up)
- 26 New York, Comptroller's Office (NY). Beautifully engraved by Gavin, with Washington & Franklin and the New York State arms. State stock redeemable in 1868. Unissued, but attractive. COC's. (np) (\$20-Up)
- 27 Harlo Manufacturing (NY) 1922. \$920. or. Issued to John A Roebling & Sons and signed on the verso by Washington Roebling as president. John Roebling designed and started to Brooklyn Bridge. He died from a minor injury related to the construction of the bridge, and Washington, Union brevet colonel of volunteers, was called in to complete the historic bridge. (np) (\$300-Up)

- 28 Ansonia & Derby Ice (CT) 1916. 20 shs, gr. In the days before mechanical refrigeration became commonplace, ice was a major commercial enterprise. (np) (\$25-Up)
- 29 Baltimore & Ohio Southwestern Rwy 1894. gr. ABN. Train in circle. EF. (np) (\$20-Up)
- 30 Durant Motors (DE) 1925. 10 shs, br. Semi-nude angelic man and woman flank logo. EF. (\$60-Up)
- 31 Pacific Development (NY) 1921. 100 shs, br. Sailing ships. ABN. EF, pinholes. (\$30-Up)
- 32 South Jersey RR 1894. 20 shs. EF. (np) (\$45-Up)
- 33 Peerless Motor Car (VA) 1929. 100 shs, br. Two women, beehive, train and mill beyond. EF. (\$30-Up)
- 34 Consolidated Alaskan (SD) 1904. 57 shs, or/bl. re seal. VF+. (np) (\$45-Up)
- 35 Cash Gold Mining (CO) 1910. 1167 shs, go. Liberty, eagle. Woman with starred tiara below. Short edge split, otherwise VF+. (\$25-Up)
- 36 Northern Pacific RR 1896. 10 shs, gr. Reorganization certificate of Deposit issued from the office of J.P. Morgan & Co. Woman writing, below. ABN. Faint waterstain, and a corner tip is soiled, otherwise VF+. (np) (\$50-Up)
- 37 National Union Oil & Gas (OK) 1917. 80 shs, gr. Oil well gushes in left border. Wells and tank, center. VF+. (\$30-Up)
- 38 Amalgamated Silver Mines (MT) 1924. 450 shs, go seal. Miners. VF+. (\$20-Up)
- 39 Philadelphia Rapid Transit (PA) 1927. 3 shs, or. Vintage bus in circle, trains. Attractive. SBN. EF. (\$20-Up)
- 40 Pennsylvania, Monongahela & Southern RR (PA) 1909. 818 shs, go seal. Train emerges from tunnel. Issued to the Pennsylvania Railroad and signed by Samuel Rea as president. Rea was also Penn Central president. The bottom border is uneven, otherwise EF. (\$50-Up)
- 41 Lisbon Coal 1892. 5 shs. Indian princess, eagle. Woman with lyre. Documentary revenues on back. Minor stains, otherwise VF+. (np) (\$30-Up)
- 42 Canada Southern Rwy 187. bl. Debenture Certificate. Woman flank map of Lake Erie. NBN. Unissued but beautiful. EF. (\$50-Up)
- 43 Big Sandy Rwy (KY,VA) 1904. \$1000, Co. First Mortgage 4% Gold Bond, gr. Train, riverboat. IBN. POC's. EF. (\$25-Up)
- 44 Choctaw, Oklahoma & Gulf RR (PA) 1952. \$1000 Consolidated Mortgage 5% Gold Bond. Indians watch train. Indian chief below. ABN. EF+ (\$25-Up)
- 45 Louisiana, State 1914. \$500 Gold Bond, or. Pelicans. ABN. VF+ (\$20-Up)
- 46 Kentucky & South Atlantic Rwy 1882. \$1000, Cs. br. Train in circle flanked by women and children. ABN. EF. (\$20-Up)
- 47 Cal-Moab Uranium (OK) 1959. 15 shs, pr. Reclining woman, lion. CBN. VF+. (\$15-Up)
- 48 Inter-State Car Trust Equipment (IN) 1920. 11 shs, or. Electric railroad car. VF+. (\$30-Up)
- 49 Electric Sun of Philadelphia, PA 1921. One share, gr. Liberty, flag, eagle, battleship beyond. Fold stains, back only, otherwise VF+. (\$20-Up)
- 50 Union Canal of Pennsylvania 1853. \$1000 bond, Cu. Canal barge. Sailor, blacksmith. Two women near shore. Woman with wheat, train. Three women. Spectacular, but a portion of the face is soiled. BA. (\$75-Up)
- 51 Glass Casket (DE) 1919. 50 shs, go seal. (\$50-Up)
- 52 Pigeon Hole Parking (WA) 1970. 1000 shs, ma. 1950's view of four-deck metal parking lot. VF+. (\$25-Up)
- 53 Nassau Electric RR 1922. \$1000. Consolidated Morigage 4%, Gold Bond, br. Trolley. Women, beehive. Woman, child, dynamo, train below. ABN. VF+. (\$40-Up)
- 54 Corn Products Refining (NJ) 1947. 100 shs, gr. Indian woman with corn cob body. CBN. (\$15-Up)
- 55 National Coal & Oil of Indianapolis (SD) 1903. 500 shs, go seal. Miners. Train. EF. . (\$20-Up)
- 56 Hoosier Oil (SD) 1903. 1000 shs, go seal. Oil rigs. EF. (\$25-Up)
- 57 Philadelphia Rapid Transit (PA) 1915. 5 shs, ma. Electric streetcar. ABN. VF+. (\$25-Up)
- 58 Troy-Manhattan Copper (ME) 1906. 100 shs, gr. Spectacular aerial view of lower Manhattan in a diamond frame. NBN, EF. (\$35-Up)
- 59 Parrot Silver & Copper (MT) 1889. 100 shs, ye. Parrot on silver ingot. Arm with hammer below. VF+. (\$40-Up)
- 60 National City Bank of New York 1929. 10 shs, ol. City seal below. VF. (\$45-Up)
- 61 Irving Trust (NY) 1938. 100 shs, or. Woman, scales, shield, train, ships behind. Small stain, pinholes, bottom margin only, otherwise VF+. ABN. (\$20-Up)
- 62 Gimbel Brothers (NY) 100 shs, or. Woman, globe, cherub. Facsimile signatures. ABN. EF+. (\$35-Up)
- 63 Ford Motor (DE) 1976. 371 shs, rd. Vintage car, mechanic. SCBN. EF. (\$20-Up)
- 64 Globe Investment (MA) 1890. 5 shs, re seal. Loan certificate, corn, wheat. EF. (\$25-Up)
- 65 Georgian (MA) 1939. 50 shs, br. Woman, pies, cakes, casseroles. "GOOD FOOD BRINGS A GOOD MOOD". FL-ABN. VF+. (\$35-Up)
- 66 American Agricultural Chemical (CT) 1912. One share, rd-or. Men load haywagon. Angels. Minor ink blots. ABN. (\$20-Up)
- 67 Lewis A. Crossell (MA) 1925. 20 shs, gr. Eagle. Four leaf clover. FLB. VF+. (\$25-Up)
- 68 American Linen (MA) 1928. 48 shs, all gr. State seal, allegorical women, train, ships. ABN. VF+. (\$20-Up)
- 69 Bensonhurst Yacht Club 1914. \$5. 4% debenture bond. gr, re. Red flag. Brooklyn. EF. (np) (\$50-Up)
- 70 Keystone Athletic Club (PA) 1929. gr tint, go seal. Membership certificate. Athletes in the borders. Tiny margin tear, pinholes, otherwise VF. (\$50-Up)
- 71 Bay State Gas (DE) 1910. 100 shs, bl. Elaborate Massachusetts state seal. FBN. VF+. (np) (\$20-Up)
- 72 Columbus & Xenia RR (OH) 1905. 14 shs. Train. (\$20-Up)
- 73 Edison Cement (NJ) 1932. Debenture note. bl. Signed by on the back by Charles Edison, son of Thomas Edison. VF+. (np) (\$75-Up)
- 74 CSA. Louisiana, State 1862. \$1000 bond, Cu, Cs. Pelicans. Small tear in the coupons, otherwise VF+. These are far from common. (\$75-Up)
- 75 Providence Securities (CT) 1907. \$10,000. 4% Registered Gold Debenture Bond, or. Woman with helmet and large sword flanked by men. ABN. EF. (\$20-Up)
- 76 Porcupine Panamint Gold Mines (Canada) 1911. 50 shs, br. (np) (\$25-Up)
- 77 United Air Lines (DE) 1972. \$1000. 5% Subordinated Debenture Bond, pr. Mercury. ABN. EF. (\$15-Up)
- 78 Holland's Far-East Tea, Coffee & Cocoa (MA) 1929. Share, or. Smiling Dutch Boy holds tea. Edge split, otherwise VF+. (\$20-Up)
- 79 Detroit & Cleveland Navigation (MI) 1940. 36 shs, bl. Great Lakes steamboat. ABN. VF+. (\$20-Up)
- 80 National Metropolitan Bank (DC) 1909. 5 shs, ye tint. Bank building. Eagle below. VF+. (\$15-Up)
- 81 Eastern Consolidated Oil (ME) 1902. 25 shs, br. Oil rig. VF+. (np) (\$15-Up)
- 82 Fulton Motor Truck (DE) 1919. 50 shs, go inner frame, seal and underprint. Eagle. VF+. (\$50-Up)
- 83 Aikin, Lambert & Company (NJ) 1894. 30 shs. Jersey City. Pen tip, quill, sword. Pen manufacturer. VF+. (\$50-Up)

84 Boston & Mississippi Cotton Land (MA) 1837. Early real estate venture. Small COC, otherwise VF+. (np) (\$70-Up)	105 Jim Butler Mining (DE) 1925. 130 shs. Miners. FLB-ABN. VF+. (np) (\$25-Up)	124 Superior California Farm Lands (DE) 1916. \$1000 Adjustment Mortgage 6% Gold Bond. gr. Eagle. RBN-VF+. (\$25-Up)
85 Mine Securities (ME) 1906. 100 shs, go. VF+. (\$20-Up)	106 Spreckels Sugar (DE) 1929. 1000 shs, bl, or. "CAANEHEART BRAND" logo. EF. Claus Spreckels built a fortune in the business. Signed by Howard Spreckels on the back. (S50-Up)	125 National Society of Music (NY) 1914. 250 shs, gr. Eagle shield. EF. (\$25-Up)
86 Cleveland, Cincinnati, Chicago & St. Louis Rwy (OH-IN) 1894. \$1000. First Collateral Trust Mortgage, 4% Gold Bond. gr. Train. Boilerman. Horizontal format. FBN. (\$30-Up)	107 Edison Portland Cement (NJ) 1907. 25 shs, br. Portrait of Thomas Edison. ABN. VF+. (\$50-Up)	126 Northern Texas Electric (ME) 1930. 5 shs, ol. Woman holds lightning. ABN. VF+. (np) (\$30-Up)
87 Cloverdale Water (PA) 1908. 3 shs, go seal. Eagle. #1. VF+. (np) (\$30-Up)	108 Oriental & Occidental Tea (NJ) 20 shs. gr. Eagle. (np) (\$25-Up)	127 Automatic Penny Stores (NY) 1910. 50 shs, br. State arms. VF+. (\$20-Up)
88 National Bank of Wilmington & Brandywine (DE) 1886. 5 shs. Capitol Building. Woman with child. Eagle below. CC, VF+. (\$35-Up)	109 Keystone Auto Gas & Oil Service (DE) 1921. \$500, gr. Eagle. RBN. EF. (np) (\$20-Up)	128 Omega Steel (ME) 1903. 7 shs, gr. Trains, ship blacksmith. VF+. (\$30-Up)
89 Kentucky & Tennessee RR (KY) 1872. \$1000 (\$205). First Mortgage 7% Bond. gr. Train. Ceres below. GOLD in gr. Multiple bole cancels, but these are always found this way, otherwise VF. (\$60-Up)	110 Acme Consolidated Gold Mining (CO) 1896. 7000 shs, gr underprint. Miners. EF. (np) (\$35-Up)	129 Troy Armory Improvement Bond 1901. Rensselaer County, NY. \$2000. br. #5. Armory building. Small tears top. (\$25-Up)
90 Knickerbocker Cutlery (NY) 1888. 10 shs. Eagle and shield. #3. VF+. (\$50-Up)	111 Sykes Placer Mining (NY) 1880. 100 shs, gr. Eagle underprint. Pinholes. (np) (\$40-Up)	130 Tonopah-Hashrrouck Mining (NV) 1930. 1000 shs, or seal. Mountain, mines. EF. (\$25-Up)
91 Thomaston Coal & Mineral (MA) 1819. 100 shs. #11. Early. VF+, minor edge roughness. (np) (\$70-Up)	112 Stark Electric RR (OH) 1927. 2 shs, or. Woman, magic wand, globe. WBN. (\$25-Up)	131 Pittsburgh Mining 1846. 18 shs. Scarce and early. Small edge tears. (np) (\$60-Up)
92 Automatic Gas Machine (MA) 1864. 100 shs. State arms. VF+, R44, R48 (both initialed & dated). (\$70-Up)	113 Horlacher Brewing (PA) 1944. 400 shs, gr, go seal. EF. (np) (\$25-Up)	132 Automatic Clerk (NJ) 1913. 150 shs, bl. Eagle. Early vending machine manufacturer. EF. (\$40-Up)
93 Mahoning Coal RR (OH) 19_. Shares. SPECIMEN, br. Trackworker, train. Griffins. ABN. EF+. (np) (\$30-Up)	114 Lancaster Drug (DE) 1923. Lancaster, PA. 3 shs, or. Eagle. Flowers. Corner tip off, left. VF+. (np) (\$20-Up)	133 Hall Anderson Gold Mining (NY) 1885. 100 shs. Eagle. Miners. EF. (\$45-Up)
94 Lake Shore & Michigan Southern Rwy 1928. SPECIMEN. \$10,000. 25- Year 4% Gold Bond. br. Horizontal format. Trains. ABN. EF+. (\$35-Up)	115 Cedar Rapids & Missouri River RR (IA) 1868. 14 shs, pr. Trains. Man. Signed as president by John Inley Blair, one of the driving forces behind the Union Pacific Railroad. Minor edge splits and stains, otherwise VF or so. Rubber stamped R44. (\$75-Up)	134 American Express 1960. 100 shs, pr. Man with helmet. Facsimile signatures. ABN. EF+. (\$20-Up)
95 Industrial Securities (DE) 1917. 2 shs, gr, go seal. Skyscraper under construction. VF+. (\$30-Up)	116 Columbus & Lake Erie RR 1850. \$50 bond. or back. Train. Woman. Ships. The size of a banknote, these were obviously meant to circulate as cash. RWHE. Two small splits in the top border, otherwise VF. (\$40-Up)	135 Republic Ruhber (NY-OH) 100 shs. Woman, globe. ABN. VF+. (np) (\$15-Up)
96 Cleveland Union Terminals 1927. SPECIMEN. \$1000. First Mortgage Registered Gold Bond, bl. Woman flanked by three men. ABN. EF. (\$30-Up)	117 Cleveland, Columbus, Cincinnati & Indianapolis Rwy (OH) 1871. 10 shs. Train. Man. Ship. ABN. Rubber stamped R44. VF+. (\$35-Up)	136 Submarine Boat (NY) 1919. 100 shs, br. ABN. Plain. VF+. (np) (\$20-Up)
97 New York & Harlem RR 1943. SPECIMEN. \$25. 4% Mortgage Bond. br. Commodore Vanderbilt. An unusually low denomination. ABN. EF+. (np) (\$25-Up)	118 Central City Rwy 1872. 100 shs. Special Charter Certificate. Train, city by river. (\$40-Up)	137 Hudson Coal (PA) 1942. \$10,000. Registered First Mortgage Sinking Fund 5% Registered Gold Bond, or. Mill, tracks. ABN. EF. (np) (\$30-Up)
98 New York Central RR. SPECIMEN. 100 shs, bl. Commodore Vanderbilt. ABN. EF+. (NP) (\$25-Up)	119 Bull Creek Oil 1864. Pleasants County, VA. 150 shs, bl. Oil rigs. Glue stain, left border, otherwise VF. R47. (\$70-Up)	138 West Jersey & Seashore RR (NJ) 1950. 100 shs, or. Locomotive "AMERICA". ABN. VF+. (\$15-Up)
99 Columbus, Chicago & Indiana Central Rwy (OH,IN,IL) 1868. 301 shs, pr. Locomotive "AMERICA". Revenue affixed. Issued to James J. Roosevelt, who donated Roosevelt Hospital. (\$75-Up)	120 Columbus & Indianapolis RR (OH) 1864. 4 shs, all bl. Train. Bottom border a bit rough, otherwise VF+. Issued to the Philadelphia School of Design for Women. Hatch Lith. (\$35-Up)	139 Eastern Cuba Sugar 1920. \$1000 bond, Cb. gr. Sugar cane harvesting. ABN. (\$15-Up)
100 First-Bridgeport National Bank (CT) 1918. 15 shs. Eagle. EF. (\$20-Up)	121 Standard Vapor Fuel Iron & Steel (NY) 1884. 500 shs, gr. Train, mill. Nicely engraved by FBN. EF. (\$45-Up)	140 American Druggists Syndicate (NY) 1919. 20 shs, ol. Reclining woman, oil lamp. ABN. EF. (\$15-Up)
101 Fitchburg Horn Goods (MA) 1907. 5 shs. br. go seal. Eagle. #9. An unusual business. EF. (np) (\$20-Up)	122 Metropolitan Associates of New York 1907. \$1000. 6% 20 year bond. gr. Ships, Brooklyn Bridge. EF or so, corner tips folded. FLB. (\$45-Up)	141 Hale & Norcross Mining 1910. Virginia Mining District, NV. 100 shs, ye. Stub lightly glued, otherwise EF. (\$25-Up)
102 Union Consolidated Mining (SD) 1901. 200 shs, go, bl, or. Miners. VF+. (\$35-Up)	123 Studebaker 1918. gr. Warrant for Common Stock. Unissued, but signed. ABN. VF+. (np) (\$35-Up)	142 Massachusetts & New Mexico Consolidated Mining 1882. \$100. Purchase Money Bond, or central underprint. Eagles. Minor edge tears, otherwise VF. (\$40-Up)
103 Hartford-Nevada Gold Mining (ME) 1905. 3,000 shs, go. Miners. EF. (\$30-Up)		143 Tropical Products (NJ) 1925. 50 shs, or. Train, ship, tropical plants and cattle. SBN. EF. (\$30-Up)
104 Empire Lumber (DE) 1911. 90 shs, pr. Man and woman flank scene titled "COWICHAN LAKE". NYB. Small corner tear, otherwise VF+. (\$20-Up)		

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HBN - Hamilton Bank Note
HLB - Horner Lee Banknote
IBN - International Bank Note
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